



224 Airport Parkway, Suite 620  
San Jose, California 95110  
(408)501-7864 Fax (408)501-7861  
www.svlg.net

May 27, 2011

CARL GUARDINO  
President & CEO

TO: Members of the Federal Communications Commission

**Board Officers:**  
AART DE GEUS

Chair

Synopsis

TOM WERNER

Vice Chair

SunPower

MICHAEL SPLINTER

Immediate Past Chair

Applied Materials, Inc.

WILLIAM T. COLEMAN III

Past Chair

Cassatt Corporation

ROBERT SHOFFNER

Secretary/Treasurer

Citibank

FROM: Carl Guardino, President & CEO  
The Silicon Valley Leadership Group

Founded in 1978 by David Packard of Hewlett-Packard, the Silicon Valley Leadership Group represents more than 340 of Silicon Valley's most respected employers on issues that affect the economic health and quality of life in Silicon Valley. Our members collectively provide nearly one of every three private sector jobs in Silicon Valley.

On behalf of the Leadership Group, it is my pleasure to submit the following observations regarding the proposed AT&T-Mobile merger:

1. This merger is a logical, viable solution to the looming spectrum shortages our economy faces.

2. Equally important, the merger will accelerate the deployment of the fastest mobile technology available today to over 300 million Americans.

For reasons we describe below, these two issues are crucial to maintain the nation's leading position in many emerging industries vital to the Valley.

### I. Wireless & Telehealth

To begin, federal officials must recognize that many promising Silicon Valley ventures require public access to high-speed Internet service; wireless access is an important part of this. The Leadership Group is a longtime supporter of wireless broadband deployment through continued investment in such programs as the California Advanced Services Fund and California Telehealth Network. The Commission should know that California is a leader in promoting telehealth options that offer the potential for:

- Fast, real-time diagnoses,
- Fewer visits to the doctor's office,
- Greater ability to live independently, and
- The potential for significant savings on healthcare costs.

In the San Joaquin Valley, where access to affordable healthcare is a major issue, these benefits are already improving lives through the Valley Telehealth Partnership. This program offers real-time video access to specialists, as well as remote consultations on dermatology, endocrinology, gastroenterology, and infectious diseases.

This is just the kind of efficient, cutting-edge healthcare effort America needs to improve access at a competitive price. Advanced broadband is crucial for the success of telehealth and in heavily rural areas, where broadband deployment costs can be

Working Council Chair  
VICTOR ARRAÑAGA, JR.  
Applied Materials

**Established in 1978 by  
DAVID PACKARD**

considerable, improved wireless access is the best and most cost-effective option to make this a reality.

## II. Wireless & Clean Tech

Silicon Valley has a proud legacy of being the birthplace of many businesses and ideas that have changed the world. Many of our members are strongly committed to ensuring that the next wave of innovation transforms the Valley into an incubator for "Clean Tech," especially the clean energy aspect of clean tech.

Wireless technologies have been shown to offer cost-effective ways to control energy costs. One example of an innovative approach involves the growth of wireless gauge readers, which Silicon Valley companies are trying to perfect. These devices either replace or attach to existing old-style needle dial gauges. They record usage information and wirelessly communicate it to a central terminal.

This eliminates the need for technicians to collect the data manually. It also allows for inexpensive and remote monitoring of electrical usage, including thermostat settings, in ways that allow consumers to save energy and reduce costs. Our companies are also involved in developing web-based software applications for buildings that allow managers to control and manage the building's air temperature wirelessly by zones and occupancy. For example, a new thermostat recently developed by Silicon Valley company Cypress Envirosystems is equipped with wireless technology that offers the potential for a 10-15 percent reduction in yearly energy usage, with a very low switching cost. Additionally, these devices help reduce maintenance costs by allowing technicians to identify and pinpoint blockages, leaks and other problems.

Programs such as these are sustaining jobs and economic growth in California. Their continued growth depends on the accelerated deployment of high-speed, high-capacity wireless systems. This is the context through which we view the T-Mobile merger with AT&T. By expediting the roll-out of 4G-LTE wireless networks to 55 million additional Americans nationwide, the combined company offers tremendous growth potential for the Silicon Valley companies that are producing these cutting-edge technologies.

The Silicon Valley Leadership Group is dedicated to leading the country out of economic recession and building the industries of the future. We believe that federal policies can help create the environment that enables American businesses to flourish. Foremost among these involves spurring private companies to invest in the most advanced communications systems available, including 4G-LTE wireless networks. The merger of AT&T and T-Mobile offers the best option to expand these advanced networks nationwide.

Sincerely,

A handwritten signature in black ink, reading "Carl Guardino". The signature is fluid and cursive, with the first name "Carl" and last name "Guardino" clearly distinguishable.

Carl Guardino  
President & CEO  
Silicon Valley Leadership Group